

**PX-0215**


**PX-0215**Lawson Response to Public HealthTrust/Jackson Health System  
RFP 06-5145

May 18, 2006

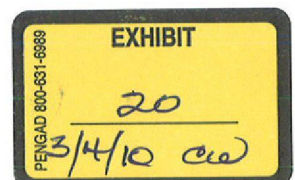


It's Time:

**Form A-1**

<b>PROPOSER'S NAME</b> (Name of firm, entity or organization): Lawson Software, Inc.	
<b>FEDERAL EMPLOYER IDENTIFICATION NUMBER:</b> 41-1251159	
<b>NAME AND TITLE OF PROPOSER'S CONTACT PERSON:</b> Name: <b>Frank Urso</b> Title: <b>Account Executive</b>	
<b>MAILING ADDRESS:</b> Street Address: <u>380 St. Peter Street</u> City, State, Zip: <u>St. Paul, MN 55102</u>	
<b>TELEPHONE:</b> ( 248 ) 203-6595	<b>FAX:</b> ( 651 ) 767-7141
<b>PROPOSER'S ORGANIZATIONAL STRUCTURE:</b> <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <input type="checkbox"/> Other (Explain): _____	
<b>IF CORPORATION,</b> Date Incorporated/Organized: <u>1975 as Lawson Associates, Inc.; Reincorporated 2001 as Lawson Software, Inc.</u> State Incorporated/Organized: <u>Delaware</u> States registered in as foreign corporation: <u>N/A</u>	
<b>PROPOSER'S SERVICES OR BUSINESS ACTIVITIES OTHER THAN WHAT THIS SOLICITATION REQUESTS FOR:</b> Our software includes financials, human resources, procurement, healthcare supply chain, distribution, retail operations, service process optimization, and enterprise performance management applications.	
<b>LIST NAMES OF PROPOSER'S SUBCONTRACTORS OR SUBCONSULTANTS FOR THIS PROJECT:</b> Siemens Medical Solutions	
<b>PROPOSER'S AUTHORIZED SIGNATURE</b> The undersigned hereby certifies that this proposal is submitted in response to this solicitation.  _____ Date: <u>May 12, 2006</u> Print Name: <u>David Corbett</u> Title: <u>Vice President, Healthcare</u>	

A-1 Rev. 1/7/98

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Functional Capability	Currently Available	Currently Not Available	Attachment
Case carts	Yes		
Exchange carts	Yes		
On-line or batch picking	Yes		
Automatically requests stock transfer from another location.	Yes		
Direct billing to patient through patient accounting for par level replenishment.	Yes		
Capability to perform tracking of equipment rentals.	Yes		
Offer Electronic Invoice Matching.	Yes		
Notify customer item 'killed' (item will not be ordered), or pending orders.	Yes		
Generation of requisitions manually and through system.	Yes		
Consolidation of requisitions across departments	Yes		
Requisitioning process to Stores and Purchase	Yes		
<b>9f. Order Entry Management</b>			
General order entry functions, including par, cost centers, manual and standard ordering	Yes		
Ability to utilize order books (or ordering templates)	Yes		
<b>9g. Commodity Management Functions</b>			
Does the system support creation and management of items on a central or remote site and on consignment	Yes		
Does the system support generic and vendor catalogs with subcategories of inventory and stockless items	Yes		
Support unit prices of "No Charge"	Yes		
Support X12832, electronic price catalog data from vendors to the JHS item catalogs with updates to existing items only	Yes		
Ability to update our catalogs with external vendor provided files	Yes		
Ability to update vendor prices based on a contract effective date	Yes		
Ability to track items to specific contracts	Yes		
Ability to track dollars awarded versus purchased	Yes		
Generate bar-code labels	Yes		
<b>9h. Inventory Management Functions</b>			
Just-in-time, consignment and perpetual inventory types	Yes		
Ability to link inventory usage to patient and procedure identifiers	Yes		

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Functional Capability	Currently Available	Currently Not Available	Attachment
Track expiration dates or recalls on perishable items	Yes		
Update inventory automatically upon receipt, dispensing, transfers and adjustment of goods	Yes		
Support inventory of stock items and automatically generate replenishment orders when the reorder point is reached	Yes		
Maintain multiple units of measure for purchasing and for issuing	Yes		
Ability to produce on demand a report of perpetual inventory reconciliation	Yes		
Supports system average, moving average, and current inventory pricing methodologies	Yes		
Interfaces with hand-held peripherals. Please identify manufacturer and models of compatible devices.	Yes		
Interfaces with bar code readers. Please identify manufacturer and models of compatible devices.	Yes		
Prepares bar code BIN labels. (Warehouse/Par Cart)	Yes		
Stores HIBCC, LIC, UPC and NDC codes.	Yes		
Ability to track patient chargeable items.	Yes		
Maintains descriptive text, as well as special handling instructions, for each item.	Yes		
Designation and reporting of stock vs. non stock.	Yes		
Hazardous materials designations and disposal codes.	Yes		
Expanded item search by:			
Vendor catalog #	Yes		
Hospital-specific code	Yes		
Partial description of item (e.g. wildcard, contains, etc.)	Yes		
Manufacturer catalog #	Yes		
Classification code	Yes		
Vendor name	Yes		
Manufacturer name	Yes		
Inventory adjustment reclassification.	Yes		
Item location identifier for main stock areas and departmental areas.	Yes		
Unlimited number of locations? (if not, provide number)	Yes		
Do you allow user-defined item categories for classifying like item types. (i.e. Class Codes)	Yes		

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